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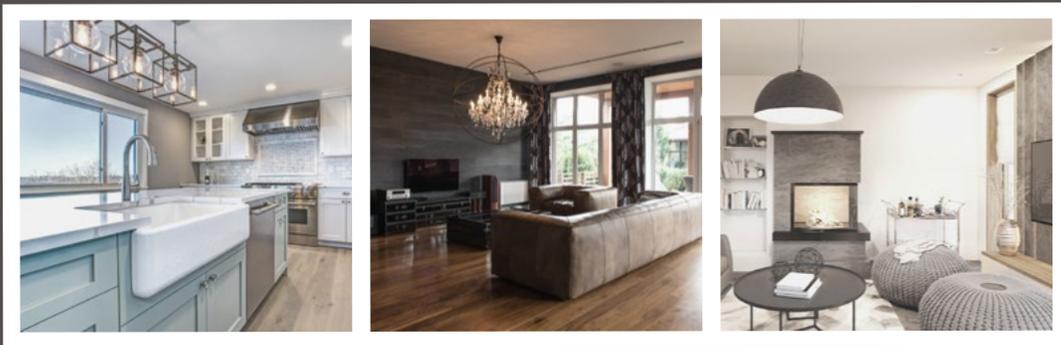


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WWW.WISBUILD.ORG/BADGERCRAFTSMAN
TO APPLY

DEADLINE APPROACHING

PARADE OF HOMES

JUNE 17 - 26, 2022



The deadline to enter a home in the 2022 Spring Parade of Homes is rapidly approaching. Homes may be located in one of the three featured sites (Arboretum Village - Waunakee, Savannah Brooks - DeForest, Windsor Gardens - Windsor) or may be a scattered-site home located in an area of the builders choice.

The Parade of Homes continues to be a one-stop shop for builders to market their business, generate leads, and show off their craftsmanship to thousands of locals.

\$5,000 per home entry fee | Enter up to 3 homes

THE DEADLINE TO ENTER A HOME IS
FRIDAY, FEBRUARY 18TH



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McKenzie Regional Workforce Center

The McKenzie Regional Workforce Center is being built to address the critical shortage of adequately trained and competent skilled workers. The Boys & Girls Clubs of Dane County and MABA have worked closely together on the design of the building, the programs that will be offered, and outreach to area schools to inform students of another option for post-high school education.

Construction is scheduled to begin April 18 and is set for completion in mid-March to early April 2023.

The McKenzie Regional Workforce Center is fortunate to have acquired new partners, which will strengthen the programs and the reach for students. Partners include:

- Harvard Business School
- Madison College
- Madison Metropolitan School District
- School districts throughout Dane County
- WRTP | Big Step



The exterior rendering of the McKenzie Regional Workforce Center, located at 5225 Verona Rd. Fitchburg, WI.

MABA is excited to share the programming that has been developed for the MABA Skilled Trades Center Powered by Drexel Building Supply. The Center will offer three programming tracks:

College Ready: Students will be taught practical skills while receiving credits towards their high school diplomas, as well as college course work. Completion of this track will allow students to have a leg up when starting 2-year or 4-year degree programs in construction management, carpentry, or other disciplines.

Jobsite Ready: Students will focus on being able to contribute to a jobsite from Day 1. In addition to trades-specific training, students will be taught soft skills such as teamwork and timeliness, ensuring initial and long term success on the job.

Union/Trades Focus: Students will have the opportunity to participate in youth apprenticeship programs and earn credit towards apprenticeships in many of the needed trades programs, while learning about union and non-union opportunities.

The McKenzie Regional Workforce Center will also be home to the Schlecht Family Entrepreneurship Center, devoted to teaching the skills necessary to start a business. Students will also learn the importance of teamwork, showing up on time every day, and taking pride in their work.



The Skilled Trades Center jobsite room, large enough for entire classes of students to work on projects simultaneously and safely.

A national pilot program between the National Association of Homebuilders (NAHB) and the Boys & Girls Clubs of America will be announced at the International Builder Show in Orlando in February. The McKenzie Regional Workforce Center will be a beta for the national program.

The fundraising goal for this project includes construction costs for the building as well as an endowment that will allow the McKenzie Regional Workforce Center to be self-sufficient for decades to come. MABA is thrilled to share that \$19.3 million of the \$35 million goal has been raised to date. Although considerable progress has been made in seven months, the project is only halfway to its goal and various naming rights opportunities are still available.

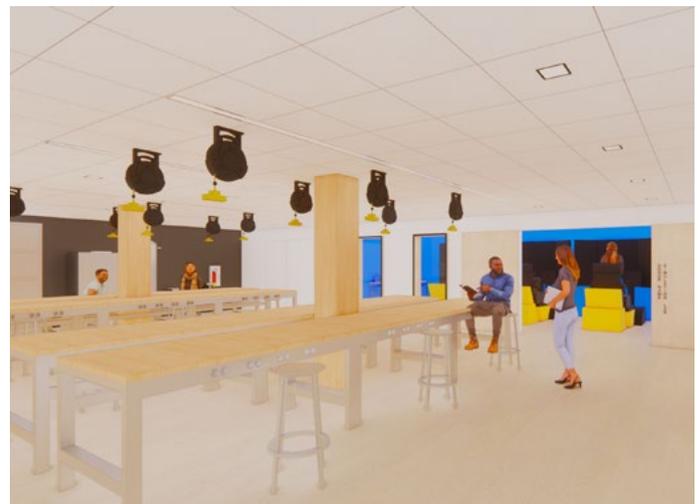
The McKenzie Regional Workforce Center is MABA's largest community engagement project to date. MABA members are encouraged to get involved! **If you would like to make an in-kind or monetary donation, visit www.bgcdcbuilds.com or contact Peg Meskan at (608) 288-1136 or pmeskan@maba.org.**

MABA would like to thank the following members for their generous monetary donations:

Colliers International
Drexel Building Supply
Endres Manufacturing
LP Foundation
MABA Foundation
McKenzie 300 Corporation
Tim O'Brien Homes
Ink on Paper
Veridian Homes

Thank you to the following members for their charitable in-kind donations towards project construction costs:

Builders FirstSource
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Olson Toon Landscaping, Inc.
Pella Windows & Doors of Wisconsin
Qual Line Fence Corporation
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The Skilled Trades Center classroom, with simulation rooms for welding and electrical education adjacently located.

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-David Belman, Belman Homes, Waukesha, WI



"I have been working with this team for almost a year now and have seen a very good transformation of my business. It is running much smoother with better systems in place. I feel like I am in much better control of my business and less involved in the day to day operations. They have helped me prepare to take my business to the next level. 5 stars from me!"

-Kim Hammel, My Affordable Floors, Sturtevant, WI



"I'm gonna be rich!!!!!! But for real, this is definitely powerful stuff and given the appropriate amount of attention has to potential to turn any small or emerging business into a major player. Every majorly successful person/business in this world has been coached. You do not know, nor can you do everything..... take a minute and really let that sink in.....Now call Chris!!!"

-Ryan Janssen, Ryan's Buying, Elm Grove, WI



"My husband and I have worked so hard IN our business over the last 3 years that we haven't thought of working ON our business. MANY thanks to Chris, Terry, & their coaches who worked closely with us to develop a strategic business plan. The process was simple and I was amazed at how well they pegged our business without diving deep and making us feel uncomfortable. They are kind, concise, and never made us feel bad about the help we needed. We highly recommend Small Business Growth Partners!"

-Jason Dable, Hometerior Finishing, Waterford, WI





MADISON AREA BUILDERS ASSOCIATION



DISCLAIMER: The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a non-profit trade organization dedicated to promoting a positive business environment by uniting, serving, and representing all aspects of the building industry.

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WHY MABA?

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- Local ordinance policy and code changes
- Local, state, and national industry updates
- Regulations alerts that impact your business

ADVOCATE

MABA advocates for the building industry across Dane, Columbia, Sauk, Marquette, and Iowa counties as well as on a state and national level.

Three memberships, one annual dues payment! Wisconsin Builders Association membership and National Association of Home Builders membership are included with your annual MABA membership.

SAVE

Pay for your annual dues through discounts and rebates available through MABA, WBA, and NAHB such as building materials, insurance deals, and vehicle savings.

PROTECT

MABA memberships gives you access to sample contracts, an arbitration program, continuing education classes, and a legal hotline.

CONNECT

Join a membership base of over 400 members! Network with industry professionals at monthly member-exclusive events.

MARKET

Reach industry personnel and consumers alike through our various advertising and sponsorship opportunities such as event sponsorships or Parade of Homes planbook ads!

EDUCATE

MABA is partnered with the Boys and Girls Clubs of Dane County to close the Skilled Trades gap. The McKenzie Regional Workforce Center opening in April 2023 will give area youth the opportunity to learn about the industry in a hands-on environment.



Their style, our expertise

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Single Family and Duplex Permits Issued
2021 Dane County December YTD Comparison
Municipality Report

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Albion (T)	\$1,318,000	\$1,400,000	3	5	\$439,333	\$280,000	3,300	2,410
Belleville	\$423,000		1		\$423,000		3,419	
Berry (T)	\$1,780,000	\$1,872,000	3	4	\$593,333	\$468,000	3,574	3,250
Black Earth (T)	\$1,510,000	\$1,578,000	2	3	\$755,000	\$526,000	5,675	4,067
Blooming Grove (T)		\$220,000		1		\$220,000		1,850
Blue Mounds (T)	\$698,000	\$1,023,000	2	3	\$349,000	\$341,000	2,775	2,950
Bristol (T)	\$6,769,000	\$5,923,000	15	14	\$451,267	\$423,071	3,211	3,096
Burke (T)	\$1,468,000	\$430,000	3	1	\$489,333	\$430,000	3,800	3,300
Christiana (T)	\$973,000	\$544,000	2	1	\$486,500	\$544,000	3,375	4,100
Cottage Grove	\$13,350,000	\$8,780,000	27	22	\$494,444	\$399,091	3,048	2,953
Cottage Grove (T)	\$6,080,000	\$3,576,000	12	8	\$506,667	\$447,000	3,928	3,463
Cross Plains	\$4,396,000	\$602,000	11	2	\$399,636	\$301,000	2,360	1,809
Cross Plains (T)	\$4,697,000	\$1,691,000	6	3	\$782,833	\$563,667	4,587	3,967
Dane	\$646,000		1		\$646,000		3,939	
Dane (T)	\$1,775,000	\$962,000	3	2	\$591,667	\$481,000	4,317	3,175
Deerfield (T)	\$1,815,000	\$1,640,000	4	4	\$453,750	\$410,000	3,613	3,300
DeForest	\$40,414,000	\$23,169,000	94	57	\$429,936	\$406,474	2,994	2,871
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$9,825,000	\$3,677,000	17	8	\$577,941	\$459,625	3,997	3,431
Eagle (T)		\$450,000		1		\$450,000		4,394
Fitchburg	\$52,716,000	\$35,965,000	145	108	\$363,559	\$333,009	2,477	2,542
Madison	\$124,494,000	\$132,098,720	322	371	\$386,627	\$356,061	2,394	2,292
Marshall		\$3,395,000		19		\$178,684		1,673
Mazomanie (T)	\$1,093,000	\$809,000	3	2	\$364,333	\$404,500	2,817	2,975
McFarland	\$9,515,000	\$21,292,000	20	54	\$475,750	\$394,296	2,553	2,588
Medina (T)	\$1,115,000	\$1,300,000	3	3	\$371,667	\$433,333	2,917	3,483

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Middleton	\$9,810,000	\$13,089,000	13	25	\$754,615	\$523,560	3,563	3,192
Middleton (T)	\$27,042,000	\$28,456,000	36	47	\$751,167	\$605,447	5,117	4,442
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550
Mount Horeb	\$18,199,000	\$8,514,000	44	22	\$413,614	\$387,000	2,425	2,788
Oregon	\$21,649,000	\$22,787,000	47	55	\$460,617	\$414,309	2,609	2,741
Oregon (T)	\$2,201,000	\$3,355,000	3	5	\$733,667	\$671,000	5,000	4,706
Perry (T)	\$1,777,000	\$786,000	3	2	\$592,333	\$393,000	4,363	3,300
Pleasant Springs (T)	\$3,301,000	\$6,320,000	7	12	\$471,571	\$526,667	3,729	3,833
Primrose (T)	\$1,514,000	\$1,182,000	3	3	\$504,667	\$394,000	3,900	3,350
Roxbury (T)	\$2,495,000	\$2,211,000	6	6	\$415,833	\$368,500	3,192	2,792
Rutland (T)	\$1,480,000	\$1,455,000	4	4	\$370,000	\$363,750	2,963	3,225
Springdale (T)	\$5,790,000	\$1,305,000	10	2	\$579,000	\$652,500	4,260	4,975
Springfield (T)	\$2,297,000	\$1,896,000	5	4	\$459,400	\$474,000	3,350	3,425
Stoughton	\$5,497,000	\$5,928,000	16	19	\$343,563	\$312,000	2,784	2,419
Summit		\$241,000		1		\$241,000		2,090
Sun Prairie	\$55,570,000	\$54,820,000	143	171	\$388,601	\$320,585	2,735	2,558
Sun Prairie (T)	\$998,000	\$2,298,000	2	5	\$499,000	\$459,600	3,425	3,340
Vermont (T)	\$4,585,000	\$1,921,000	7	3	\$655,000	\$640,333	4,564	5,000
Verona	\$23,639,000	\$16,898,000	60	47	\$393,983	\$359,532	2,411	2,292
Verona (T)	\$18,530,000	\$12,477,000	23	17	\$805,652	\$733,941	5,722	5,494
Vienna (T)	\$1,270,000	\$450,000	2	1	\$635,000	\$450,000	4,175	3,100
Wauakee	\$56,512,000	\$30,013,999	124	66	\$455,742	\$454,758	2,596	3,070
Westport (T)	\$29,782,000	\$25,578,000	35	35	\$850,914	\$730,800	4,205	4,278
Windsor (T)	\$27,766,000	\$26,636,000	51	65	\$544,431	\$409,785	3,011	2,654
York (T)	\$1,601,000		4		\$400,250		3,375	

Year to Year December Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	10,859,000	33	329,060	3,041
2012	17,388,000	63	276,000	2,695
2013	21,799,400	74	294,586	2,654
2014	21,546,000	72	299,250	2,527
2015	29,736,000	90	330,400	2,577
2016	30,903,000	89	347,224	2,770
2017	31,298,000	89	351,662	2,675
2018	42,044,000	111	378,774	2,692
2019	36,235,000	86	421,337	2,798
2020	42,153,999	109	386,733	2,588
2021	48,071,000	104	462,221	2,813

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	160,906,000	591	272,260	2,644
2012	207,683,112	774	268,324	2,602
2013	298,915,400	1085	275,498	2,596
2014	310,566,000	1042	298,047	2,612
2015	361,148,000	1165	309,998	2,589
2016	396,336,669	1220	324,866	2,612
2017	428,143,465	1256	340,878	2,651
2018	463,379,000	1292	358,652	2,649
2019	438,053,774	1199	365,349	2,670
2020	521,663,719	1315	396,702	2,758
2021	611,495,000	1350	452,959	2,880

MABA Financial Statement Update

As of December 31, 2021

CASH
Current Balance
\$98K

NET INCOME
End of Year
\$462K

INVESTMENTS
Current Balance
\$2.26M

MEMBERSHIP
94 Builder
308 Associate
10 Affiliate

INVESTMENTS
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\$176K

MEMBERSHIP
2021 Net New Members
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CELEBRATING 75 YEARS!



1947 - 2022

The Madison Area Builders Association is proud to celebrate its 75th anniversary this year! Do you know how MABA came to be? In 1923, The National Association of Real Estate Boards (NAREB) formed a builder division. In 1942, NAREB's builder division, known as the Home Builders Institute, became an independent organization and changed its name to the National Association of Home Builders of the United States (NAHB). Both the Wisconsin Builders Association and the Madison Area Builders Association were chartered with NAHB in 1947.

Over the years MABA has advocated for the building industry through government relations, welcomed over half a million visitors to its annual Parade of Homes event, created a Professional Women in Building (PWB) charter, and provided an educational, informational, and social forum for local building industry professionals. MABA hopes to continue positively influencing the local building industry for many years to come!

To celebrate this milestone, MABA is hosting a 75th Anniversary Party this summer and all members are strongly encouraged to attend!

MABA 75TH ANNIVERSARY PARTY

Date and location announcement coming soon!